

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 12721 131754Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----001165 141447Z /50
R 130731Z JUL 78
FM AMEMBASSY TOKYO
TO USDOC WASHDC
INFO SECSTATE WASHDC 9571

UNCLAS TOKYO 12721

FOR OIM/JAPAN

EO 11652: NA
TAGS: BEXP, JA
SUBJECT: EXTENT OF TRADE CONTACT ASSISTANCE

1. ON JULY 12 TC RECEIVED A TELEX FROM BRAD LISZT, INTL MGR-COMPUTER PROD, NASH CORP, A PROSPECTIVE PARTICIPANT IN THE TC NOV COMPUTER SHOW, IN WHICH LISZT ADVISED OF HIS POSSIBLY VISITING TOKYO LATE AUGUST OR EARLY SEPT FOR THE PURPOSE OF MEETING WITH PROSPECTIVE DISTRIBUTORS. LISZT REQUESTS THAT TC SET UP APPOINTMENTS WITH INTERESTED JAPANESE PARTIES.
 2. THIS IS A SECOND INSTANCE WHERE A U.S. FIRM PLANNING PARTICIPATION IN NOV COMPUTER SHOW, MADE A REQUEST SUCH AS THIS; THE FIRST CASE WAS JOSEPH MAHONY, LOGICAL MACHINE CORP, WHO VISITED TC ON JULY 10.
 3. TC STRONGLY RECOMMENDS THAT OIM REFRAIN FROM SUGGESTING OR HINTING AT THIS "BYPASSING TYPE OF TRADE CONTACT ASSISTANCE" REQUEST. TC STAFF IS ALWAYS HAPPY TO DISCUSS WITH VISITING U.S. BUSINESS EXECUTIVES TOPICS THAT FALL WITHIN THE FOLLOWING CATEGORIES: (A) GENERAL MARKET COUNSELLING IN RELATION TO SPECIFIC EXHIBITIONS AND (B) TC SERVICES AVAILABLE FOR U.S. FIRMS, WHICH DO NOT INCLUDE UNCLASSIFIED
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- REFIND. EMBASSY COMMERCIAL SECTION RATHER THAN TC HANDLES ALL REFIND SERVICE, SUCH AS FOR ADS, PMS, AND TCE PARTICIPANTS. SUCH TRADE CONTACT SERVICE REQUESTS SHOULD BE REFERRED TO THEM, EITHER DIRECTLY OR THROUGH TC IF SERVICE IS REQUESTED BY PMS OR TCE PARTICIPANT.
4. IF ANY U.S. EXECUTIVE WOULD LIKE TO VISIT TOKYO AND

OBTAIN TRADE CONTACT ASSISTANCE, OIM SHOULD PROPERLY SUGGEST THAT THE PRODUCT MARKETING SERVICE BE UTILIZED. UPON RECEIPT OF PROPER PMS DOCUMENTATION, PA, MDF AND AN ADEQUATE SUPPLY OF PRODUCT BROCHURES WITH SUFFICIENT LEAD TIME, TC WOULD SUBMIT AN OFFICIAL REQUEST TO EMBASSY E/C SECTION FOR TRADE CONTACT ASSISTANCE, INCLUDING THE SETTING UP OF APPOINTMENTS WITH PROSPECTIVE DISTRIBUTORS.

5. IN NASH'S CASE, LISZT WOULD HAVE THE RIGHT TO REQUEST TRADE CONTACT ASSISTANCE IF THEY COMPLETE A PARTICIPATION AGREEMENT FOR THE TC NOV COMPUTER SHOW. OTHERWISE, THE EXTENT OF OUR ASSISTANCE AND SERVICES MUST BE CONFINED TO THE POINTS SPECIFIED IN PARA'S THREE AND FOUR ABOVE.

6. REQUEST OIM COMMENTS. MANSFIELD

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Copy: SINGLE
Draft Date: 13 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Drafter: n/a
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Film Number: D780289-0329
Format: TEL
From: TOKYO
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780761/aaaabzyf.tel
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Litigation Codes:
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Locator: TEXT ON-LINE, ON MICROFILM
Message ID: c6209e73-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2013576
Secure: OPEN
Status: NATIVE
Subject: EXTENT OF TRADE CONTACT ASSISTANCE
TAGS: BEXP, JA
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/c6209e73-c288-dd11-92da-001cc4696bcc
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